		Contract # Schedule Dates	<b>185926</b> 10/08/12-10/14	4/12					Date En		05/09/12 10/12/12		WJLA Arlingto By Broadcast Mo	•	A) pots	<u>Rate</u>
	WJLA	Advertiser	Kaine for Senat		12 (158	(99			Entered		Susan Petro		Oct. 2012		46	\$80,800.00
	1100 Wilson Blvd. 6th Floor	Agency	Media Strategie		•	•	9)		СО-ОР		No		Grand Total:		46	\$80,800.00
abc	Arlington, VA 22209	Product	Political-Politica			`	- ,		Headlin	e #						
		Brand	KAINE FOR SEI	•	•	68318	)		Demo							
WJLA-TV/DT WASHINGTON, D	с	Salesperson	Petro, Susan (1						Order T	уре	Normal					
		Sales Office	WJLA - Core Te	•					Package	e Deal						
Media Strategies & Rese	earch	Buyer Name	Beale,Rachael						Commis	ssion %	15.00					
Attn: Rachael Beale		Phone/Fax	/						Commis	ssion	\$12,120.00					
11350 Random Hills Rd	Ste 670	CPE	, KAINE/US SEN	ΔTF R	2ΔCF 20	112/FS	T 11123		Net Tota	al	\$68,680.00					
Fairfax, VA 22030		Account Types	18681/Pblittcal (				11123		Sales Ta		, ,					
		Billing Type	Standard	Janan	aute / ig	cricy										
		Comments	10/8 - 10/14/201	,												
												ļ				
Line Line Type / Break T	ype (Ref #) Dates	Sec Length	Run Times	SPW	Mo ·	Tu We	Th Fr	Sa Su	Spots	Rate	Total		Station		Comments	Entere
1.0 Normal Line / SPOT	10/08/12-10/12/12		NEWS-GOOD ING WASHINGTON		1	1 1	1 1 1		5	\$900	.00 \$4,500.00	0 WJLA Arlingt	on (WJLA)			5/9/12
2.0 Normal Line / SPOT	10/10/12-10/10/12		NEWS-GOOD ING WASHINGTON				1 1			\$250	.00	WJLA Arlingt	on (WJLA)			5/9/12

1 | 1 | 1 | 1 | 1 |

**CONFIRMATION CONTRACT** 

1

\$1,000.00

\$350.00

Comments:

We warrant that the information shown on this invoice was taken from the official program log. Terms & Conditions for ad sales and paid programming are reflected on our website at www.wjla.com and are incorporated by reference in their entirety.

Accepted-Station:

2.0.1

3.0.3

4.0.1

Closed Preempt

3.0 Normal Line / SPOT

Closed Preempt

4.0 Normal Line / SPOT

Closed Preempt

3.0.1 Closed Preempt

3.0.2 Closed Preempt

3.0.4 Closed Preempt

3.0.5 Closed Preempt

Accepted-Agency/Advertiser:

5/9/12

5/9/12

WJLA Arlington (WJLA)

owest Unit Rate/Spot -

Lowest Unit Rate/Spot -

owest Unit Rate/Spot -

10/10/12

10/08/12

10/09/12

10/10/12

10/11/12

10/12/12

10/12/12

10/12/12-10/12/12

10/08/12-10/12/12

:30 6:59A- ABC--GOOD

:30 9A- LIVE!

Date:

MORNING AMERICA

			Cont	act#	<sup>‡</sup> 185926							Date Enter	red 05	5/09/12	WJLA Arlingtor	(WJLA)	
			Schedule	Dates	10/08/12-10/14	1/12					L	ast Modifi		)/12/12	By Broadcast Mor	<del></del>	<u>Rate</u>
_	WJLA		Advertis	er	Kaine for Senate	e 201	12 (15	5809)			E	ntered By	, Si	ısan Petro	Oct. 2012	46	\$80,800.00
		/ilson Blvd. 6th Floor	Agency		Media Strategie	s & R	Resea	rch (141	9)		C	О-ОР	Ne	)	Grand Total:	46	\$80,800.00
G,	Arlingto	on, VA 22209	Product		Political-Political	l (108	38)				H	leadline #	ŧ				
			Brand		KAINE FOR SEN	NATE 2	2012	(68318)	)			Demo					
WJLA-	TV/DT WASHINGTON, DC		Salesper	on	Petro, Susan (1	110)						Order Type	-	ormal			
			Sales Off	ce	WJLA - Core Te	am						Package De		- 00			
	ia Strategies & Research		Buyer Na	me	Beale, Rachael							Commissio		5.00			
	Rachael Beale 0 Random Hills Rd Ste 670		Phone/F	ıx	/							Commissio	on \$:	12,120.00			
	ax, VA 22030		CPE Account	Гуреѕ	KAINE/US SENA 18681/14/113cal C				T 111	123		let Total Sales Tax	\$0	58,680.00			
			Billing Ty	pe	Standard			.5,									
			Commen	:s	10/8 - 10/14/2012	2											
Line	Line Type / Break Type (Ref #)	Dates	Sec Leng	th	Run Times	SPW	Мо	Tu We	Th	Fr Sa	Su	Spots	Rate	Total	Station	Comments	Enterec
	Line Type / Break Type (Ref #) Normal Line / SPOT	Dates 10/09/12-10/09/12	Sec Leng		Run Times RACHAEL RAY	SPW	Мо	Tu We	Th	Fr Sa	Su	Spots	Rate \$250.0		Station WJLA Arlington (WJLA)	Comments	Enterec 5/9/12
5.0	,, , , ,		Sec Leng			SPW	Мо		Th	Fr Sa	Su	Spots				Comments Lowest Unit Rate/Sp	5/9/12
5.0.1	Normal Line / SPOT	10/09/12-10/09/12	Sec Leng	:30 10A- R		SPW	Мо		Th	Fr Sa	Su	Spots			WJLA Arlington (WJLA)		5/9/12
5.0 5.0.1 6.0	Normal Line / SPOT Closed Preempt	10/09/12-10/09/12 10/09/12	Sec Leng	:30 10A- R	RACHAEL RAY	SPW	Mo	1	Th	Fr Sa	Su	Spots	\$250.0		WJLA Arlington (WJLA) WJLA Arlington (WJLA)		5/9/12 ot - 5/9/12
5.0 5.0.1 6.0 6.0.1	Normal Line / SPOT  Closed Preempt  Normal Line / SPOT	10/09/12-10/09/12 10/09/12 10/10/12-10/10/12	Sec Leng 4 4 4	:30 10A- R :30 10:58A :30 12:30F	RACHAEL RAY	SPW	Mo	1	Th	Fr Sa	Su	Spots	\$250.0	)	WJLA Arlington (WJLA) WJLA Arlington (WJLA) WJLA Arlington (WJLA)	Lowest Unit Rate/Sp	5/9/12 ot - 5/9/12
5.0 5.0.1 6.0 6.0.1 7.0	Normal Line / SPOT  Closed Preempt  Normal Line / SPOT  Closed Preempt	10/09/12-10/09/12 10/09/12 10/10/12-10/10/12 10/10/12	Sec   Leng   4   4   4   4   4   4	:30 10A- R :30 10:58A :30 12:30F	RACHAEL RAY  BA- ABCTHE VIEW  DP- WHO WANTS TO	SPW	Mo	1	Th	Fr Sa	Su	Spots	\$250.00 \$600.00	)	WJLA Arlington (WJLA) WJLA Arlington (WJLA) WJLA Arlington (WJLA) WJLA Arlington (WJLA)	Lowest Unit Rate/Sp	5/9/12 ot - 5/9/12 ot - 5/9/12
5.0 5.0.1 6.0 6.0.1 7.0	Normal Line / SPOT  Closed Preempt  Normal Line / SPOT  Closed Preempt  Normal Line / SPOT	10/09/12-10/09/12 10/09/12 10/10/12-10/10/12 10/10/12 10/10/12 10/10/12-10/10/12	Sec   Leng   4   4   4   4   4   4   4   4   4	:30 10A- R :30 10:58A :30 12:30F BE A N	RACHAEL RAY  BA- ABCTHE VIEW  DP- WHO WANTS TO MILLIONAIRE (R)  PA- NEWS-ABC 7 NEWS		Mo	1	Th	Fr Sa	Su	Spots	\$250.00 \$600.00		WJLA Arlington (WJLA)	Lowest Unit Rate/Sp	5/9/12 ot - 5/9/12 ot - 5/9/12
5.0 5.0.1 6.0 6.0.1 7.0 7.0.1 8.0	Normal Line / SPOT  Closed Preempt  Normal Line / SPOT  Closed Preempt  Normal Line / SPOT  Closed Preempt  Closed Preempt	10/09/12-10/09/12 10/09/12 10/10/12-10/10/12 10/10/12 10/10/12 10/10/12-10/10/12	Sec   Leng   4   4   4   4   4   4   4   4   4	:30 10A- R :30 10:58A :30 12:30F BE A N :30 11:59A	RACHAEL RAY  BA- ABCTHE VIEW  DP- WHO WANTS TO MILLIONAIRE (R)  PA- NEWS-ABC 7 NEWS			1		Fr Sa	Su	Spots	\$250.00 \$600.00 \$300.00		WJLA Arlington (WJLA)	Lowest Unit Rate/Sp	ot - 5/9/12 ot - 5/9/12 ot - 5/9/12
5.0.1 6.0 6.0.1 7.0.1 8.0 8.0.1	Normal Line / SPOT  Closed Preempt  Normal Line / SPOT  Closed Preempt  Normal Line / SPOT  Closed Preempt  Normal Line / SPOT	10/09/12-10/09/12 10/09/12 10/10/12-10/10/12 10/10/12 10/10/12-10/10/12 10/10/12 10/10/12 10/08/12-10/11/12	Sec Leng	:30 10A- R :30 10:58A :30 12:30F BE A N :30 11:59A	RACHAEL RAY  BA- ABCTHE VIEW  DP- WHO WANTS TO MILLIONAIRE (R)  PA- NEWS-ABC 7 NEWS			1		Fr Sa	Su	Spots	\$250.00 \$600.00 \$300.00		WJLA Arlington (WJLA)	Lowest Unit Rate/Sp  Lowest Unit Rate/Sp  Lowest Unit Rate/Sp	5/9/12 ot - 5/9/12 ot - 5/9/12 ot - 5/9/12
5.0.1 6.0.1 7.0.1 8.0.1 8.0.1	Normal Line / SPOT  Closed Preempt	10/09/12-10/09/12 10/09/12 10/10/12-10/10/12 10/10/12 10/10/12 10/10/12-10/10/12 10/10/12 10/08/12-10/11/12 10/08/12	Sec   Leng   4   4   4   4   4   4   4   4   4	:30 10A- F :30 10:58/ :30 12:30F BE A N :30 11:59/ @ NOO	RACHAEL RAY  BA- ABCTHE VIEW  DP- WHO WANTS TO MILLIONAIRE (R)  PA- NEWS-ABC 7 NEWS			1		Fr Sa	Su	Spots 1	\$250.00 \$600.00 \$300.00		WJLA Arlington (WJLA)	Lowest Unit Rate/Sp  Lowest Unit Rate/Sp  Lowest Unit Rate/Sp  Lowest Unit Rate/Sp	5/9/12 ot - 5/9/12 ot - 5/9/12 ot - 5/9/12
5.0 5.0.1 6.0 6.0.1 7.0.1 8.0 8.0.1 8.0.2 9.0	Normal Line / SPOT  Closed Preempt  Closed Preempt  Closed Preempt  Closed Preempt	10/09/12-10/09/12 10/09/12 10/10/12-10/10/12 10/10/12 10/10/12 10/10/12 10/10/12 10/08/12-10/11/12 10/08/12 10/11/12	Sec Leng 4 4 4 4 4 4 4 4	:30 10A- R :30 10:58/ :30 12:30/ BE A N :30 11:59/ @ NO0 :30 3P- AE	RACHAEL RAY  BA- ABCTHE VIEW  DP- WHO WANTS TO MILLIONAIRE (R)  DA- NEWS-ABC 7 NEWS DON  ABCGENERAL  PITAL  P- ANDERSON COOPER			1			Su	Spots	\$250.00 \$600.00 \$300.00 \$400.00	\$500.00	WJLA Arlington (WJLA)	Lowest Unit Rate/Sp  Lowest Unit Rate/Sp  Lowest Unit Rate/Sp  Lowest Unit Rate/Sp	5/9/12 ot - 5/9/12 ot - 5/9/12 ot - 5/9/12 ot - ot -

Accepted-Station:

Date:

**CONFIRMATION CONTRACT** 

Date:

Comments:

			Contract # Schedule Dates Advertiser	10/08/12-10/14	•	) (150	00)			Las	te Entered st Modified	05/09 10/13	•	WJLA Arlington By Broadcast M Oct. 2012	• •	<b>Rate</b> \$80,800.00
	WJLA 1100 Wi	Ison Blvd. 6th Floor		Kaine for Senat		-		٥١			tered By -OP	No No	II Petro	Grand Total:	46	\$80,800.00
		n, VA 22209	Agency Product	Media Strategie			n (141	9)			adline #	NO				400/000.00
		.,	Brand	Political-Political KAINE FOR SEN	•	•	60210\			Der						
WII A.	TV/DT WASHINGTON, DC		Salesperson	Petro, Susan (1		.012 (	00310)				der Type	Norr	mal			
*****	WASHINGTON, DC		Sales Office	WJLA - Core Te	•						ckage Deal	11011	i i di			
Medi	a Strategies & Research		Buyer Name	Beale,Rachael	dIII					Con	mmission %	15.0	0			
	Rachael Beale		Phone/Fax	/						Con	mmission	\$12.	120.00			
	0 Random Hills Rd Ste 670		CPE	/ KAINE/US SENA	ATE DA	CE 2	112/EC	T 111	22	Net	t Total		680.00			
Fairfa	ax, VA 22030		Account Types	18681/1961tical C			-	1 111	.23		es Tax	Ψ00,	000.00			
			Billing Type	Standard	ariulua	ite Ag	CITCY									
			Comments	10/8 - 10/14/2012	,											
Line	Line Type / Break Type (Ref #)	Dates	Sec Length	Run Times	SPW	Mo	Tu We	Th	Fr Sa	Su S	Spots R	ate	Total	Station	Commer	ts Entere
	Line Type / Break Type (Ref #)  Closed Preempt	Dates 10/11/12	Sec Length	Run Times	SPW	Mo	Tu We	Th	Fr Sa	Su S	Spots R	ate	Total	Station WJLA Arlington (WJLA)	Commer Lowest Unit Rate,	
10.0.2			Sec Length   4 :30 4P- 5			Mo 1	Tu We	Th	Fr Sa	Su S		ate \$800.00				
10.0.2 11.0	Closed Preempt	10/11/12	4 :30 4P- 5	P (EST) P- NEWS-ABC 7 NEWS		1				Su S	3		\$2,400.00	WJLA Arlington (WJLA)	Lowest Unit Rate,	Spot -
10.0.2 11.0 12.0	Closed Preempt Normal Line / SPOT	10/11/12 10/08/12-10/12/12	4 :30 4P- 5 3 :30 4:58P @ 5P	P (EST) P- NEWS-ABC 7 NEWS P- NEWS-ABC 7 NEWS		1 1	1 1 1	1	1	Su S	3 5 \$	\$800.00	\$2,400.00	WJLA Arlington (WJLA) WJLA Arlington (WJLA)	Lowest Unit Rate,	Spot - 5/9/12
10.0.2 11.0 12.0 13.0	Closed Preempt Normal Line / SPOT Normal Line / SPOT	10/11/12 10/08/12-10/12/12 10/08/12-10/12/12	4 :30 4P- 50 3 :30 4:58P @ 5P 3 :30 5:59P	P (EST) P- NEWS-ABC 7 NEWS P- NEWS-ABC 7 NEWS		1 1	1 1 1	1	1	Su S	3 5 \$	\$800.00 1,400.00	\$2,400.00	WJLA Arlington (WJLA) WJLA Arlington (WJLA) WJLA Arlington (WJLA)	Lowest Unit Rate, KATIE COURIC	Spot - 5/9/12 5/9/12 5/9/12
10.0.2 11.0 12.0 13.0 13.0.1	Closed Preempt Normal Line / SPOT Normal Line / SPOT Normal Line / SPOT	10/11/12 10/08/12-10/12/12 10/08/12-10/12/12 10/08/12-10/12/12	4 :30 4P- 50 3 :30 4:58P @ 5P 3 :30 5:59P	P (EST) P- NEWS-ABC 7 NEWS P- NEWS-ABC 7 NEWS		1 1	1 1 1	1	1	Su S	3 5 \$	\$800.00 1,400.00	\$2,400.00	WJLA Arlington (WJLA) WJLA Arlington (WJLA) WJLA Arlington (WJLA) WJLA Arlington (WJLA)	Lowest Unit Rate, KATIE COURIC	Spot - 5/9/12 5/9/12 5/9/12 Spot -
10.0.2 11.0 12.0 13.0 13.0.1 13.0.2	Closed Preempt Normal Line / SPOT Normal Line / SPOT Normal Line / SPOT Closed Preempt	10/11/12 10/08/12-10/12/12 10/08/12-10/12/12 10/08/12-10/12/12 10/08/12	4 :30 4P- 50 3 :30 4:58P @ 5P 3 :30 5:59P	P (EST) P- NEWS-ABC 7 NEWS P- NEWS-ABC 7 NEWS		1 1	1 1 1	1	1	Su S	3 5 \$	\$800.00 1,400.00	\$2,400.00	WJLA Arlington (WJLA)	Lowest Unit Rate, KATIE COURIC  1 Lowest Unit Rate,	Spot - 5/9/12 5/9/12 5/9/12 5/9/12 Spot - Spot -
10.0.2 11.0 12.0 13.0 13.0.1 13.0.2 13.0.3	Closed Preempt  Normal Line / SPOT  Normal Line / SPOT  Normal Line / SPOT  Closed Preempt  Closed Preempt	10/11/12 10/08/12-10/12/12 10/08/12-10/12/12 10/08/12-10/12/12 10/08/12 10/09/12	4 :30 4P- 50 3 :30 4:58P @ 5P 3 :30 5:59P	P (EST) P- NEWS-ABC 7 NEWS P- NEWS-ABC 7 NEWS		1 1	1 1 1	1	1	Su S	3 5 \$	\$800.00 1,400.00	\$2,400.00	WJLA Arlington (WJLA)	Lowest Unit Rate, KATIE COURIC  1 Lowest Unit Rate, Lowest Unit Rate,	Spot - 5/9/12 5/9/12 5/9/12 5/9/12 Spot - Spot - Spot - Spot -
10.0.2 11.0 12.0 13.0.1 13.0.1 13.0.2 13.0.3	Closed Preempt  Normal Line / SPOT  Normal Line / SPOT  Normal Line / SPOT  Closed Preempt  Closed Preempt  Closed Preempt	10/11/12 10/08/12-10/12/12 10/08/12-10/12/12 10/08/12-10/12/12 10/08/12 10/09/12 10/10/12	4 :30 4P- 50 3 :30 4:58P @ 5P 3 :30 5:59P	P (EST) P- NEWS-ABC 7 NEWS P- NEWS-ABC 7 NEWS		1 1	1 1 1	1	1	Su S	3 5 \$	\$800.00 1,400.00	\$2,400.00	WJLA Arlington (WJLA)	Lowest Unit Rate, KATIE COURIC  1 Lowest Unit Rate, Lowest Unit Rate, Lowest Unit Rate,	Spot - 5/9/12 5/9/12 5/9/12 5/9/12 Spot - Spot - Spot - Spot - Spot - Spot -
10.0.2 11.0 12.0 13.0.1 13.0.2 13.0.3 13.0.4 13.0.5	Closed Preempt  Normal Line / SPOT  Normal Line / SPOT  Normal Line / SPOT  Closed Preempt  Closed Preempt  Closed Preempt  Closed Preempt	10/11/12 10/08/12-10/12/12 10/08/12-10/12/12 10/08/12-10/12/12 10/08/12 10/09/12 10/10/12 10/11/12	4 :30 4P- 5 3 :30 4:58P @ 5P 3 :30 5:59P @ 6P	P (EST) P- NEWS-ABC 7 NEWS P- NEWS-ABC 7 NEWS		1 1	1 1 1	1	1	Su S	3 5 \$	\$800.00 1,400.00	\$2,400.00	WJLA Arlington (WJLA)	Lowest Unit Rate, KATIE COURIC  1 Lowest Unit Rate, Lowest Unit Rate, Lowest Unit Rate, Lowest Unit Rate,	Spot - 5/9/12 5/9/12 5/9/12 5/9/12 Spot - Spot - Spot - Spot - Spot - Spot -
10.0.2 11.0 12.0 13.0.1 13.0.2 13.0.3 13.0.4 13.0.5 14.0	Closed Preempt  Normal Line / SPOT  Normal Line / SPOT  Normal Line / SPOT  Closed Preempt  Closed Preempt  Closed Preempt  Closed Preempt  Closed Preempt  Closed Preempt	10/11/12 10/08/12-10/12/12 10/08/12-10/12/12 10/08/12-10/12/12 10/08/12 10/09/12 10/10/12 10/11/12 10/12/12	4 :30 4P- 5i 3 :30 4:58P @ 5P 3 :30 5:59P @ 6P	P (EST) P- NEWS-ABC 7 NEWS P- NEWS-ABC 7 NEWS		1 1	1 1 1	1 1	1	Su S	3 5 \$	\$800.00 1,400.00	\$2,400.00 \$7,000.00	WJLA Arlington (WJLA)	Lowest Unit Rate, KATIE COURIC  1 Lowest Unit Rate, Lowest Unit Rate, Lowest Unit Rate, Lowest Unit Rate,	Spot - 5/9/12 5/9/12 5/9/12 5/9/12 Spot - Spot - Sp

Accepted-Station:

**CONFIRMATION CONTRACT** 

\$3,000.00

Date:

\$3,000.00 WJLA Arlington (WJLA)

Comments:

:30 7:27P- JEOPARDY

Date:

15.1 End Dated Line / SPOT

Accepted-Agency/Advertiser:

10/10/12

10/09/12-10/09/12

			Contract # Schedule Dates	<b>185926</b> 10/08/12-10/14,	/12					ate Entered ast Modified	05/09 10/12	2/12	By Broadcast Me Oct. 2012	onth Spots	<u>Rate</u>
	WJLA		Advertiser	Kaine for Senate	2012 (	(15809	9)		E	ntered By		n Petro	Grand Total:	46	\$80,800.00
Ol		Wilson Blvd. 6th Floor	Agency	Media Strategies	& Rese	earch	(1419)			О-ОР	No		Grand Total.	46	\$80,800.00
	Ariing	iton, VA 22209	Product	Political-Political	(1088)	)				leadline #					
			Brand	KAINE FOR SEN	ATE 20:	12 (68	3318)			emo					
WJLA-	TV/DT WASHINGTON, DC		Salesperson	Petro, Susan (11	110)					rder Type	Norm	nal			
			Sales Office	WJLA - Core Tea	am					ackage Deal		_			
	a Strategies & Research		<b>Buyer Name</b>	Beale,Rachael						ommission %	15.00	)			
	Rachael Beale		Phone/Fax	/					С	ommission	\$12,1	120.00			
	0 Random Hills Rd Ste 670		CPE	KAINE/US SENA				1123	N	let Total	\$68,6	580.00			
Faina	ax, VA 22030		Account Types	18681/1461117cal Ca	andidate	e Ager	псу		S	ales Tax					
			Billing Type	Standard											
			Comments	10/8 - 10/14/2012											
Line	Line Type / Break Type (Ref a	#) Dates	Sec Length	Run Times	SPW M	1o Tu	We T	h Fr Sa	Su	Spots R	ate	Total	Station	Comments	Entere
	Line Type / Break Type (Ref : Normal Line / SPOT	#) Dates 10/08/12-10/12/12		NEWS-ABC 7 NEWS		10 Tu 1 1			Su		ate 2,500.00		Station WJLA Arlington (WJLA)	Comments	Entere: 5/9/12
16.0		·	3 :30 20938-	NEWS-ABC 7 NEWS - ABCABC		1 1			Su			\$12,500.00		Comments	
16.0 17.0	Normal Line / SPOT	10/08/12-10/12/12	3 :30 20938- @ 11P 4 :30 11:35P-	NEWS-ABC 7 NEWS - ABCABC	1	1 1			Su		2,500.00	\$12,500.00	WJLA Arlington (WJLA)	Comments Lowest Unit Rate/Sp	5/9/12 5/9/12
16.0 17.0 17.0.1	Normal Line / SPOT	10/08/12-10/12/12 10/08/12-10/08/12	3 :30 20938- @ 11P 4 :30 11:35P-	NEWS-ABC 7 NEWS  - ABCABC  - ABCABC	1	1 1		1	Su		2,500.00	\$12,500.00	WJLA Arlington (WJLA) WJLA Arlington (WJLA)		5/9/12 5/9/12
16.0 17.0 17.0.1 18.0	Normal Line / SPOT  Normal Line / SPOT  Closed Preempt	10/08/12-10/12/12 10/08/12-10/08/12 10/08/12	3 :30 20938- @ 11P 4 :30 11:35P- NIGHTL 4 :30 11:35P-	NEWS-ABC 7 NEWS  - ABCABC  - ABCABC	1	1 1	1 1	1	Su		2,500.00 \$500.00	\$12,500.00	WJLA Arlington (WJLA)  WJLA Arlington (WJLA)  WJLA Arlington (WJLA)		5/9/12 5/9/12 st - 5/9/12
16.0 17.0 17.0.1 18.0 18.0.1	Normal Line / SPOT  Normal Line / SPOT  Closed Preempt  Normal Line / SPOT	10/08/12-10/12/12 10/08/12-10/08/12 10/08/12 10/11/12-10/11/12	3 :30 20938- @ 11P 4 :30 11:35P- NIGHTL 4 :30 11:35P- NIGHTL	NEWS-ABC 7 NEWS  - ABCABC LINE  - ABCABC LINE  NEWS-ABC 7 NEWS	1	1 1	1 1	1	Su Su III		2,500.00 \$500.00	\$12,500.00	WJLA Arlington (WJLA)  WJLA Arlington (WJLA)  WJLA Arlington (WJLA)  WJLA Arlington (WJLA)	Lowest Unit Rate/Sp	5/9/12 5/9/12 st - 5/9/12
16.0 17.0 17.0.1 18.0 18.0.1 19.0	Normal Line / SPOT  Normal Line / SPOT  Closed Preempt  Normal Line / SPOT  Closed Preempt	10/08/12-10/12/12 10/08/12-10/08/12 10/08/12 10/11/12-10/11/12 10/11/12	3 :30 20938- @ 11P 4 :30 11:35P- NIGHTL 4 :30 11:35P- NIGHTL 3 :30 6:30P- @ 630P	NEWS-ABC 7 NEWS  - ABCABC LINE  - ABCABC LINE  NEWS-ABC 7 NEWS	1	1 1	1 1	1		5 \$	\$500.00 \$500.00 \$500.00	\$12,500.00 \$800.00	WJLA Arlington (WJLA)	Lowest Unit Rate/Sp	5/9/12 5/9/12 ot - 5/9/12
16.0 17.0 17.0.1 18.0 18.0.1 19.0	Normal Line / SPOT  Normal Line / SPOT  Closed Preempt  Normal Line / SPOT  Closed Preempt  Normal Line / SPOT	10/08/12-10/12/12 10/08/12-10/08/12 10/08/12 10/11/12-10/11/12 10/11/12 10/14/12-10/14/12	3 :30 20938- @ 11P  4 :30 11:35P- NIGHTL  4 :30 11:35P- NIGHTL  3 :30 6:30P- @ 630P 3 :30 11P- NE	NEWS-ABC 7 NEWS  - ABCABC LINE  - ABCABC LINE  NEWS-ABC 7 NEWS	1	1 1	1 1	1	1	5 \$	\$500.00 \$500.00 \$500.00 \$800.00	\$12,500.00 \$800.00 \$1,400.00	WJLA Arlington (WJLA)	Lowest Unit Rate/Sp	5/9/12 5/9/12 bt - 5/9/12 bt - 5/9/12
16.0 17.0 17.0.1 18.0 18.0.1 19.0 20.0	Normal Line / SPOT  Normal Line / SPOT  Closed Preempt  Normal Line / SPOT  Closed Preempt  Normal Line / SPOT  Normal Line / SPOT	10/08/12-10/12/12 10/08/12-10/08/12 10/08/12 10/11/12-10/11/12 10/11/12 10/14/12-10/14/12 10/14/12-10/14/12	3 :30 20938- @ 11P  4 :30 11:35P- NIGHTL  4 :30 11:35P- NIGHTL  3 :30 6:30P- @ 630P 3 :30 11P- NE 11P 3 :30 11:30P- @ 11P 4 :30 49995-	NEWS-ABC 7 NEWS  - ABCABC LINE  - ABCABC LINE  NEWS-ABC 7 NEWS  EWS-ABC 7 NEWS @	1	1 1	1 1	. 1	1	1 1 \$	\$500.00 \$500.00 \$500.00 \$800.00 1,400.00	\$12,500.00 \$800.00 \$1,400.00	WJLA Arlington (WJLA)  WJLA Arlington (WJLA)	Lowest Unit Rate/Sp	5/9/12 5/9/12 st - 5/9/12 st - 5/9/12

Accepted-Station:

Date:

**CONFIRMATION CONTRACT** 

Date:

Comments:

			Contract :	# 185926						Date	e Entered	05/09	9/12	WJLA A	rlington (W	/JLA)	
			Schedule Dates	10/08/12-10/1	4/12						t Modified	10/12	•		dcast Month	•	<u>Rate</u>
	WJLA		Advertiser	Kaine for Sena	-	2 (158	09)				ered By		n Petro	Oct. 201	12	46	\$80,800.00
		Wilson Blvd. 6th Floor	Agency	Media Strategie		•	•	9)		CO-	ОР	No		Grand Tot	tal:	46	\$80,800.00
Q	Arlingt	ton, VA 22209	Product	Political-Politica			`	- ,		Hea	dline #						
			Brand	KAINE FOR SE	•	•	58318	)		Dem	no						
WJLA-1	V/DT WASHINGTON, DC		Salesperson	Petro, Susan (1		.012 (	30310,	,		Orde	er Type	Norm	nal				
			Sales Office	WJLA - Core Te	•					Paci	kage Deal						
Media	a Strategies & Research		Buyer Name	Beale, Rachael	Carri					Com	nmission %	15.00	)				
	Rachael Beale		Phone/Fax	/						Com	nmission	\$12,1	120.00				
1135	0 Random Hills Rd Ste 670		CPE	/ KAINE/US SEN	ATE DA	VCE 20	112/EC	T 111	122	Net	Total		580.00				
Fairfa	ax, VA 22030		Account Types	18681/14/11/2cal (				1 111	123		es Tax	φου, α	500.00				
			Billing Type	•	Callulua	ate Age	ericy										
			Comments	Standard 10/8 - 10/14/201	2												
			Comments	10/6 - 10/14/201	.2												
Line	Line Type / Break Type (Ref #	) Dates	Sec Length	Run Times	SPW	Мо Т	ū We	: Th	Fr Sa	Su Sp	pots Rate		Total	Station		Comment	s Entere
	Line Type / Break Type (Ref # Normal Line / SPOT	) Dates 10/10/12-10/10/12	++	Run Times 02- ABCREVENGE	SPW	Мо Т	Ги We	: Th	Fr Sa	Su Sp		00.00		Station WJLA Arlington (WJLA)	)	Comment	s Entere 5/10/12
23.0			++		SPW	Mo T		: Th	Fr Sa	Su Sp					-	Comment ogram Change/E	5/10/12
23.0.1	Normal Line / SPOT	10/10/12-10/10/12	4 :30 4840		SPW	Mo T		: Th	Fr Sa	Su Sp	\$5,0			WJLA Arlington (WJLA)	) Pro		5/10/12
23.0 23.0.1 24.0	Normal Line / SPOT Closed Preempt	10/10/12-10/10/12	4 :30 10P- 4 :30 7:57	02- ABCREVENGE	SPW	Mo T	1	: Th	Fr Sa	Su Sp	\$5,0	00.00	\$5,000.00	WJLA Arlington (WJLA) WJLA Arlington (WJLA)	) Pri -		5/10/12 exception
23.0.1 23.0.1 24.0 25.0	Normal Line / SPOT  Closed Preempt  M/G For 23.0.1 / SPOT	10/10/12-10/10/12 10/10/12 10/10/12-10/10/12	4 :30 4840  4 :30 10P- 4 :30 757  4 :30 4:58  MOR	02- ABCREVENGE  - ABCNASHVILLE  7P- ABCDANCING TH THE STARS  8A- NEWS-GOOD RNING WASHINGTON	SPW		1	Th	Fr Sa	Su Sp	\$5,0 1 \$5,0 1 \$8,0	00.00	\$5,000.00 \$8,000.00	WJLA Arlington (WJLA) WJLA Arlington (WJLA) WJLA Arlington (WJLA)	Pro		5/10/12 Exception 9/10/12
23.0 23.0.1 24.0 25.0 26.0	Normal Line / SPOT  Closed Preempt  M/G For 23.0.1 / SPOT  M/G For 22.0.1 / SPOT	10/10/12-10/10/12 10/10/12 10/10/12-10/10/12 10/08/12-10/08/12 10/10/12-10/10/12	4 :30 4840  4 :30 10P- 4 :30 7:57 WIT  4 :30 4:58 MORE @5/	02- ABCREVENGE  - ABCNASHVILLE  7P- ABCDANCING TH THE STARS  8A- NEWS-GOOD RNING WASHINGTON	SPW	1	1 1	Th 1	Fr Sa	Su Sp	\$5,0 1 \$5,0 1 \$8,0 1 \$3	00.00	\$5,000.00 \$8,000.00 \$300.00	WJLA Arlington (WJLA) WJLA Arlington (WJLA) WJLA Arlington (WJLA)	Pri -		5/10/12 exception 9/10/12 9/10/12
23.0 23.0.1 24.0 25.0 26.0	Normal Line / SPOT  Closed Preempt  M/G For 23.0.1 / SPOT  M/G For 22.0.1 / SPOT  M/G For 2.0.1 / SPOT	10/10/12-10/10/12 10/10/12 10/10/12-10/10/12 10/08/12-10/08/12 10/10/12-10/10/12	4 :30 4840  4 :30 10P- 4 :30 7:57 WIT  4 :30 4:58 MORE @5/	02- ABCREVENGE  - ABCNASHVILLE  7P- ABCDANCING IH THE STARS 8A- NEWS-GOOD RNING WASHINGTON A 9A- ABCGOOD RNING AMERICA	SPW	1	1 1			Su S <sub>F</sub>	\$5,0 1 \$5,0 1 \$8,0 1 \$3	00.00	\$5,000.00 \$8,000.00 \$300.00 \$8,000.00	WJLA Arlington (WJLA)	Pr		5/10/12 exception 9/10/12 9/10/12 10/5/12
23.0 23.0.1 24.0 25.0 26.0 27.0	Normal Line / SPOT  Closed Preempt  M/G For 23.0.1 / SPOT  M/G For 22.0.1 / SPOT  M/G For 2.0.1 / SPOT  M/G For 3.0.1,3.0.2,3.0.3,3.0.4,3.0  SPOT	10/10/12-10/10/12 10/10/12 10/10/12-10/10/12 10/08/12-10/08/12 10/10/12-10/10/12 0.5 / 10/08/12-10/12/12	4 :30 4840  4 :30 10P- 4 :30 7:57  4 :30 4:58  MOR @5/ 3 :30 6:55 MOR 4 :30 9A-	02- ABCREVENGE  - ABCNASHVILLE  7P- ABCDANCING IH THE STARS 8A- NEWS-GOOD RNING WASHINGTON A 9A- ABCGOOD RNING AMERICA	SPW	1 1 :	1 1		1	Su Sp	\$5,0 1 \$5,0 1 \$8,0 1 \$3 5 \$1,6 1 \$4	00.00 00.00 00.00 00.00	\$5,000.00 \$8,000.00 \$300.00 \$8,000.00 \$400.00	WJLA Arlington (WJLA)	Pr		5/10/12 ixception  9/10/12  9/10/12  10/5/12
23.0 23.0.1 24.0 25.0 26.0 27.0 28.0 29.0	Normal Line / SPOT  Closed Preempt  M/G For 23.0.1 / SPOT  M/G For 22.0.1 / SPOT  M/G For 2.0.1 / SPOT  M/G For 3.0.1,3.0.2,3.0.3,3.0.4,3.0  SPOT  M/G For 4.0.1 / SPOT	10/10/12-10/10/12 10/10/12 10/10/12-10/10/12 10/08/12-10/08/12 10/10/12-10/10/12 0.5 / 10/08/12-10/12/12 10/12/12-10/12/12	4 :30 4840  4 :30 10P- 4 :30 7:57 WIT  4 :30 4:58 MOR @55 3 :30 6:59 MOR 4 :30 9A- 4 :30 10A	02- ABCREVENGE  - ABCNASHVILLE  7P- ABCDANCING ITH THE STARS  8A- NEWS-GOOD RNING WASHINGTON A  9A- ABCGOOD RNING AMERICA LIVE!	SPW	1 1 :	1 1 1		1	Su Sp	\$5,0 1 \$5,0 1 \$8,0 1 \$3 5 \$1,6 1 \$4 1 \$4	00.00 00.00 00.00 00.00 00.00	\$5,000.00 \$8,000.00 \$300.00 \$8,000.00 \$400.00	WJLA Arlington (WJLA)	Pr		5/10/12  9/10/12  9/10/12  10/5/12  10/5/12  10/5/12

Accepted-Station:

Date:

**CONFIRMATION CONTRACT** 

Date:

Comments:

				Cont	ract #	<b>185926</b> 10/08/12-10/14	1/12						Date Ente	0.	/09/12 /12/12	WJLA Arlingto By Broadcast Mo	• •	<u>Rate</u>
	WJ	ΙΔ		Advertis	er	Kaine for Senat	•	(158	309)				Entered B		san Petro	Oct. 2012	46	\$80,800.00
		00 Wilson Blvd. 6th	Floor	Agency		Media Strategie		•	•	9)			CO-OP	No	)	Grand Total:	46	\$80,800.00
Q	Arlii	ngton, VA 22209		Product		Political-Politica			(2	,			Headline #	#				
				Brand		KAINE FOR SEN	` '	,	68318	)			Demo					
WJLA-1	TV/DT WASHINGTON, DC			Salesper	son	Petro, Susan (1		· (	,00010	,			Order Typ	e N	ormal			
				Sales Of		WJLA - Core Te	•						Package D	Deal				
Medi	a Strategies & Research			Buyer Na		Beale, Rachael	uiii						Commissio	on % 15	5.00			
	Rachael Beale		- 1	Phone/F		/							Commissio	on \$	2,120.00			
1135	0 Random Hills Rd Ste 67	70	- 1	CPE		, KAINE/US SENA	ΔTF RΔ(	CF 20	012/F9	T 11	123		Net Total	\$6	68,680.00			
Fairfa	ax, VA 22030		- 1	Account	Types	18681/1961113cal C				,, 11	.123		Sales Tax		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			
			- 1	Billing T		Standard	arialaa	ic ng	cricy									
			_	Commen	-	10/8 - 10/14/2012	)											
Line	Line Type / Break Type (Re	ef#) Dat	es	Sec Len	gth	Run Times	SPW N	Mo <sup>-</sup>	Tu We	e Th	Fr S	a Su	Spots	Rate	Total	Station	Comment	s Entere
	Line Type / Break Type (Re M/G For 8.0.1,8.0.2 / SPOT	ef #) Dat 10/08/12-10/3		Sec Len		A- NEWS-ABC 7 NEWS		Mo -	Tu We	e Th	Fr S	a Su	Spots 2	Rate \$500.00		Station WJLA Arlington (WJLA)	Comment	5 Entere 10/5/12
32.0			1/12	Sec Len	:30 11:59/ @ NO	A- NEWS-ABC 7 NEWS ON - ANDERSON COOPER			Tu We	_	Fr S	a Su	Spots 2		\$1,000.00		Comment	
32.0	M/G For 8.0.1,8.0.2 / SPOT	10/08/12-10/1 10/11/12-10/1 10/08/12-10/1	1/12	Sec Len 4 4	:30 11:59/ @ NO0 :30 3:01P- SHOW	A- NEWS-ABC 7 NEWS ON - ANDERSON COOPER		1	Tu We	1		a Su	Spots 2 1 5	\$500.00	\$1,000.00	WJLA Arlington (WJLA)	Comment	10/5/12
32.0 33.0 34.0	M/G For 8.0.1,8.0.2 / SPOT  M/G For 10.0.1,10.0.2 / SPOT  M/G For 13.0.1,13.0.2,13.0.3,13.0.4,13.	10/08/12-10/1 10/11/12-10/1 10/08/12-10/1	1/12 1/12 2/12	Sec Len 4 4 3	:30 11:59/ @ NO0 :30 3:01P- SHOW :30 5:59P- @ 6P	A- NEWS-ABC 7 NEWS ON - ANDERSON COOPER / - NEWS-ABC 7 NEWS P- ABC-ABC		1		1		a Su	Spots   2   1     5	\$500.00 \$800.00	\$1,000.00 \$800.00 \$16,000.00	WJLA Arlington (WJLA)  WJLA Arlington (WJLA)	Comment	10/5/12 10/5/12
32.0 33.0 34.0 35.0	M/G For 8.0.1,8.0.2 / SPOT  M/G For 10.0.1,10.0.2 / SPOT  M/G For 13.0.1,13.0.2,13.0.3,13.0.4,13.  SPOT	10/08/12-10/3 10/11/12-10/3 10/08/12-10/3	1/12	Sec Len 4 4 3 4 4 4	:30 11:59/ @ NO0 :30 3:01P- SHOW :30 5:59P- @ 6P	A- NEWS-ABC 7 NEWS ON - ANDERSON COOPER / - NEWS-ABC 7 NEWS P- ABC-ABC		1		1 1 1		a Su	Spots   2   1     5	\$500.00 \$800.00 \$3,200.00	\$1,000.00 \$800.00 \$16,000.00 \$1,000.00	WJLA Arlington (WJLA)  WJLA Arlington (WJLA)  WJLA Arlington (WJLA)	Comment	10/5/12 10/5/12 10/5/12
32.0 33.0 34.0 35.0 36.0	M/G For 8.0.1,8.0.2 / SPOT  M/G For 10.0.1,10.0.2 / SPOT  M/G For 13.0.1,13.0.2,13.0.3,13.0.4,13. SPOT  M/G For 17.0.1,18.0.1 / SPOT	10/08/12-10/3 10/11/12-10/3 10/08/12-10/3 10/11/12-10/3	1/12	Sec Len 4 4 3 4 4 4	:30 11:59/ @ NO0 :30 3:01P- SHOW :30 5:59P- @ 6P	A- NEWS-ABC 7 NEWS ON - ANDERSON COOPER / - NEWS-ABC 7 NEWS P- ABC-ABC TLINE		1		1 1 1		a Su	Spots   2   1   5     1	\$500.00 \$800.00 \$3,200.00 \$1,000.00	\$1,000.00 \$800.00 \$16,000.00 \$1,000.00	WJLA Arlington (WJLA)  WJLA Arlington (WJLA)  WJLA Arlington (WJLA)  WJLA Arlington (WJLA)	Comment  No Avail/Exception	10/5/12 10/5/12 10/5/12 10/5/12 10/10/1:
32.0 33.0 34.0 35.0 36.0 36.0.1	M/G For 8.0.1,8.0.2 / SPOT  M/G For 10.0.1,10.0.2 / SPOT  M/G For 13.0.1,13.0.2,13.0.3,13.0.4,13. SPOT  M/G For 17.0.1,18.0.1 / SPOT  Normal Line / SPOT	10/08/12-10/3 10/11/12-10/3 10/08/12-10/3 10/08/12-10/3 10/11/12-10/3	1/12 1/12 2/12 1/12 1/12	Sec Len 4 4 3 4 4 4 4 4	:30 11:59/ @ NO :30 3:01P- SHOW :30 5:59P- @ 6P :30 11:35/ NIGHT :30 6:58P-	A- NEWS-ABC 7 NEWS ON - ANDERSON COOPER / - NEWS-ABC 7 NEWS P- ABC-ABC TLINE		1		1 1 1		a Su	Spots   2   1     5	\$500.00 \$800.00 \$3,200.00 \$1,000.00	\$1,000.00 \$800.00 \$16,000.00 \$1,000.00	WJLA Arlington (WJLA)		10/5/12 10/5/12 10/5/12 10/5/12 10/10/1:
32.0 33.0 34.0 35.0 36.0 36.0.1 37.0	M/G For 8.0.1,8.0.2 / SPOT  M/G For 10.0.1,10.0.2 / SPOT  M/G For 13.0.1,13.0.2,13.0.3,13.0.4,13. SPOT  M/G For 17.0.1,18.0.1 / SPOT  Normal Line / SPOT  Closed Preempt	10/08/12-10/3 10/11/12-10/3 10/08/12-10/3 10/08/12-10/3 10/11/12-10/3 10/11/12 10/11/12 10/12/12-10/3	1/12 1/12 2/12 1/12 1/12 1/12	Sec Len 4 4 4 4 4 4 4 4 4	:30 11:59/ @ NOI :30 3:01P- SHOW :30 5:59P- @ 6P :30 11:35/ NIGHT :30 6:58P- :30 7:27P- :30 11:58/ COLLE	A- NEWS-ABC 7 NEWS ON  - ANDERSON COOPER / - NEWS-ABC 7 NEWS  P- ABC-ABC TLINE  - WHEEL OF FORTUNE		1		1 1 1	1		Spots   2   1     5	\$500.00 \$800.00 \$3,200.00 \$1,000.00 \$3,000.00	\$1,000.00 \$800.00 \$16,000.00 \$1,000.00 \$2,400.00	WJLA Arlington (WJLA)		10/5/12 10/5/12 10/5/12 10/5/12 10/10/1:
32.0 33.0 34.0 35.0 36.0.1 37.0 38.0	M/G For 8.0.1,8.0.2 / SPOT  M/G For 10.0.1,10.0.2 / SPOT  M/G For  13.0.1,13.0.2,13.0.3,13.0.4,13. SPOT  M/G For 17.0.1,18.0.1 / SPOT  Normal Line / SPOT  Closed Preempt  Normal Line / SPOT	10/08/12-10/3 10/11/12-10/3 10/08/12-10/3 10/08/12-10/3 10/11/12-10/3 10/11/12 10/11/12 10/12/12-10/3	1/12 1/12 2/12 1/12 1/12 1/12	Sec Len 4 4 4 4 4 4 4 4 4	:30 11:59/ @ NOI :30 3:01P- SHOW :30 5:59P- @ 6P :30 11:35/ NIGHT :30 6:58P- :30 7:27P- :30 11:58/ COLLE	A- NEWS-ABC 7 NEWS ON  - ANDERSON COOPER / - NEWS-ABC 7 NEWS  P- ABC-ABC TLINE - WHEEL OF FORTUNE  - JEOPARDY  A- SPORTSABC GGE FOOTBALL		1		1 1 1	1		Spots   2   1     5	\$500.00 \$800.00 \$3,200.00 \$1,000.00 \$3,000.00	\$1,000.00 \$800.00 \$16,000.00 \$1,000.00 \$2,400.00	WJLA Arlington (WJLA)  WJLA Arlington (WJLA)		10/5/12 10/5/12 10/5/12 10/5/12 10/10/1:

Accepted-Station:

Date:

**CONFIRMATION CONTRACT** 

Comments:

Date: